

Message Text

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DRAFTED BY OPIC/ID/MEA:CHMIDDLETON - NEA/ARP:GQLUMSDEN

APPROVED BY EB/IFD/OIA:RJSMITH

NEA/RA:HMONTGOMERY NEA/EGY:FMATTHEWS

NEA/ARP:FMDICKMAN NEA/AFN:DMACK

COMM/CAGNE:PHALE (SUBS) NEA/ARN:SWARD

D:LROSENBLATT (PARA 8) S/CCT:LHOFFACKER

TREAS:GPASKY (INFO) EB/IFD/OIA:DHSTEBBING

S/S:MR. MOFFAT

----- 029736

R 241838Z JAN 75

FM SECSTATE WASHDC

TO AMEMBASSY CAIRO

AMEMBASSY AMMAN

AMEMBASSY KUWAIT

AMEMBASSY JIDDA

AMEMBASSY TUNIS

INFO AMEMBASSY BEIRUT

AMEMBASSY ROME

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E.O. 11652: N/A

TAGS: OTRA, EINV, XF, EG, JO, KV, SA, TS

SUBJECT: TRIANGULAR INVESTMENT MISSION TO ARAB NATIONS

(TIMAN), FEB. 12-28

REF: (A) STATE 280522; (B) KUWAIT 5482; (C) AMMAN 136;

(D) CAIRO 114; (E) JIDDA 6813; (F) KUWAIT 4865

1. BILL BIRD, MISSION COORDINATOR OF TIMAN, PLANS, SUBJECT

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TO EMBASSY CONCURRENCES, TO TRAVEL TO SEVERAL TIMAN MISSION

COUNTRIES (EGYPT, JORDAN, AND TUNISIA) TO ASSIST IN MAKING FINAL PLANS FOR SCHEDULE IN EACH. MISSION ITINERARY AND DATES, EXCEPT FOR CAIRO (SEE PARA 3 BELOW), REMAIN AS SET FORTH IN REFTEL (A). OPIC ENVISIONS FORMAT OF SCHEDULE IN EACH COUNTRY WILL REVOLVE AROUND SERIES OF CONFERENCES WITH MINISTERS WHO WILL SKETCH DOMINANT FACTORS AND TRENDS IN POLITICAL AND ECONOMIC LIFE OF COUNTRY WITH EMPHASIS ON INVESTMENT CLIMATE AND OPPORTUNITIES FOR INVESTMENT IN VARIOUS INDUSTRIAL SECTORS. THERE SHOULD ALSO BE OPPORTUNITY, THROUGH SOCIAL FUNCTIONS AND/OR OTHERWISE, FOR MEMBERS OF MISSION TO MEET WITH LOCAL BUSINESSMEN WHO WISH TO ESTABLISH CONTACTS WITH MISSION. WITHIN THIS GENERAL FORMAT, EACH HOST GOVERNMENT WILL HAVE OPPORTUNITY TO ARRANGE DETAILS OF SCHEDULE SO AS TO PRESENT IN BEST LIGHT ITS CASE FOR U.S. PRIVATE INVESTMENT. IN HIS TRIP BIRD WOULD LIKE TO MEET, WHEREEVER POSSIBLE, FOR SHORT TIME WITH MINISTERS WHO WILL ADDRESS MISSION.

2. BIRD WILL ALSO VISIT SAUDI ARABIA, AND OPIC REPRESENTATIVE CARL MIDDLETON WILL TRAVEL TO KUWAIT ON OR ABOUT FEBRUARY 4 TO MAKE PREPARATIONS THERE. MISSION APPROACH IN SAUDI ARABIA AND KUWAIT WILL VARY FROM THAT OUTLINED IN PARAGRAPH 1 ABOVE IN THAT PRIMARY OBJECTIVES IN THESE CAPITAL SURPLUS COUNTRIES WILL BE TO DISCUSS WITH APPROPRIATE MONEY MANAGERS INVESTMENT SITUATIONS IN EGYPT, JORDAN, AND TUNISIA--OR IN OTHER LDCS--AND TO OBTAIN THESE MEN'S VIEWS ON MOST APPROPRIATE WAYS OF JOINT VENTURING U.S. CAPITAL AND TECHNOLOGY WITH SAUDI AND KUWAITI FINANCING IN THIRD COUNTRIES. OF COURSE, SECONDARY OBJECTIVE OF MISSION IS ALSO TO EXAMINE POTENTIAL FOR U.S. INVESTMENT IN DOMESTIC SAUDI AND KUWAITI DEVELOPMENT PROJECTS. (N.B. COPIES OF REFTELS (E) AND (F) ARE BEING CIRCULATED AMONG MISSION MEMBERS WITH REQUEST THAT THEY FOCUS ON PROBLEMS DESCRIBED THEREIN.)

3. BIRD'S TRAVEL SCHEDULE: ARRIVE AMMAN 1635 HOURS JAN. 28 ON RJ 102, DEPART 1830 HOURS JAN. 29 ON RJ 401; ARRIVE JIDDA 2305 HOURS ON ME 374, DEPART 0800 HOURS FEB. 1 ON SV 747; ARRIVE CAIRO 0905 HOURS FEB. 1 ON SV 747, DEPART 1140 HOURS FEB. 2 ON TU 714; ARRIVE TUNIS 1505 HOURS FEB. 2 ON TU 714, DEPART 1840 HOURS FEB. 3 ON AZ 865.

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4. AMONG OTHER TOPICS, BIRD AND MIDDLETON WILL WISH TO DISCUSS LOCAL SECURITY SITUATION AT POSTS. APPRECIATE YOUR PROVIDING APPROPRIATE ADVICE AND ASSISTANCE.

5. BIRD WILL BRING LIST OF MISSION MEMBERS AND COMPANY BIOGRAPHIES ON HIS TRIP. LATEST INFO ON MEMBERSHIP: C.F. BEAN CORP., (DREDGING), JAMES W. BEAN, PRES.; BENDIX INTERNATIONAL

(AUTOMOTIVES, MOBILE HOMES), SPENCER ROSS, VP; BUSHNELL OPTICAL CO. (OPTICAL GOODS), DAVID P. BUSHNELL, PRES; COLOMBIA OVERSEAS CORP. (EQUIPMENT MARKETING), EMIL A. CAHEN, PRES; GENERAL MILLS, (FOOD PROCESSING), JAMES A. SUMMER, VICE CHAIRMAN; B.F. GOODRICH CO. (TIRES), JOHN M. PETERSON, DIR. OF PLANNING; HUGHES INTERNATIONAL (MFG. AIRPLANES AND EQUIP), GEORGE E. TODD, VP; NIBCO (PIPE AND VALVES), LEE MARTIN, PRES; PAGE COMMUNICATIONS ENGINEERS (TELECOMMUNICATIONS), ANTON KETTEL, VP TECHNOLOGY; RANDTRON (ELECTRONICS AND CONTROLS), WILLIAM GATES, PRES; RAYMOND INTERNATIONAL (HOSPITALS, WATER DESALINATION), A.K. GUSTAFSON, GROUP VP EUROPE, ASIA AND AFRICA; REYNOLDS INTERNATIONAL (ALUMINUM), J. LOUIS REYNOLDS, CHAIRMAN OF BOARD; ROHM AND HAAS CO. (AGRICULTURAL CHEMICAL AND PLASTICS), ELLINGTON M. BEAVERS, SENIOR VP; ROHR INTERNATIONAL (BUSES, AIRCRAFT, MONORAILS), WILLIAM J. BIRD, PRES; FLYING TIGER LINE (AIR CARGO), ANNA CHENNAULT, VP; FOREMOST-MCKESSON (DAIRY PRODUCTS), ERNEST G. DELA OSSA, VP; ARIZONA FEEDS (LIVESTOCK FEEDS), JOHN B. MARKLEY, PRES; AMERICAN CATTLE CO. (LIVESTOCK RAISING), FRED BOICE, PRES; C AND O DEVELOPMENT (FOOD PROCESSING), EDWARD PENDLETON, DIRECTOR; AND OPIC, MARSHALL T. MAYS, PRES. OTHER POSSIBLE PARTICIPANTS ARE: GENERAL FOODS, KAISER CEMENT, GENERAL ELECTRIC, SUPERSCOPE (CONSUMER ELECTRONICS), FAIRCHILD INDUSTRIES (ELECTRONICS), AND KING RANCH (CATTLE). THE LIST OF PARTICIPANTS CHANGES FROM DAY TO DAY AS SOME MEMBERS DROP OUT AND OTHERS JOIN. BEST ESTIMATE AT THIS TIME IS TOTAL MEMBERSHIP OF 25-30. BIRD'S SECRETARY AND MARSHALL MAYS' SECRETARY WILL ACCOMPANY MISSION TO PROVIDE COORDINATING ASSISTANCE (ONE AT HOTEL COMMAND POST AND ONE POSTED AS NEEDED).

6. APPRECIATE ADDRESSEE POSTS--EXCEPT KUWAIT--CONCURRENCE IN BIRD'S TRIP AND ADVISE WHETHER HE CAN MEET BRIEFLY WITH MINISTERS WHO WILL BRIEF MISSION. BIRD REALIZES SUCH LIMITED OFFICIAL USE

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MEETINGS WILL NOT BE POSSIBLE IN JIDDA.

7. FOR CAIRO: REQUEST EMBASSY PASS SUBSTANCE OF THIS CABLE TO MINISTER TAHER AMIN. MISSION WILL ARRIVE CAIRO ON FEB. 14 AND NOT FEB. 15.

8. FOR KUWAIT: WOULD APPRECIATE EMBASSY CONCURRENCE IN MIDDLETON VISIT. OPIC UNDERSTANDS THAT BRIEF MISSION VISIT SCHEDULED OVER FEBRUARY 20-21 MOSLEM WEEKEND WILL SEVERELY LIMIT PROGRAM. EMBASSY CAN UNDERSTAND (A) DIFFICULTY IN OBTAINING SENIOR BUSINESSMEN TO COMMIT MORE THAN TWO WEEKS IN OVERSEAS TRAVEL, (B) IMPORTANCE OF EXTENDED VISITS TO JORDAN AND TUNISIA WHICH HAVE NOT BEEN VISITED BY PREVIOUS MISSIONS AND WHICH ARE IMMEDIATE TARGETS OF THIS INVESTMENT PROGRAM, AND (C) PROBLEM OF SCHEDULING AIRLINE AND HOTEL

RESERVATIONS. HOPE EMBASSY CAN HELP OPIC MISSION USE LIMITED TIME TO BEST EFFECT. SUGGEST FOLLOWING POSSIBLE SCHEDULE: THURSDAY NIGHT: OPIC HOSTED DINNER FOR KUWAIT OFFICIALS AND OTHER EMBASSY SUGGESTS. FRIDAY: TOUR OF CITY AND INFORMAL MEETINGS AS POSSIBLE WITH AMBASSADOR AND STAFF. SATURDAY MORNING AND AFTERNOON: BRIEFINGS BY GOK OFFICIALS AND OFFICIALS OF KUWAIT-BASED FUNDS AND INVESTMENT HOUSES.

9. FYI: OPIC WILL SPONSOR BRIEFING FOR MISSION BY USG ON JAN. 31 IN WASHINGTON. DEPUTY SECRETARY WILL HOST LUNCHEON AND TALKS WILL BE GIVEN BY SENIOR STATE OFFICIALS, ASSISTANT SECRETARY OF TREASURY PARSKY, NEA COUNTRY OFFICERS FOR MISSION COUNTRIES, AND OPIC. AMBASSADORS FROM MISSION COUNTRIES WILL BE INVITED TO LUNCHEON.

10. IN ADDITION TO KUWAIT, OPIC PROJECT OFFICER MIDDLETON, WHO IS ALSO THE MISSION ADVANCE MAN, PLANS TO TRAVEL TO TUNIS (ARRIVING FEB. 1), JIDDA, AND RIYADH BEFORE ARRIVING CAIRO ON ABOUT FEB. 10. HIS DETAILED ITINERARY WILL BE CABLED SOON.

11. REQUEST ACTION POSTS CONFIRM NAMES OF CONTROL OFFICERS FOR TIMAN. INGERSOLL

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